

Message Text

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43

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E.O. 11652: N/A

TAGS: MASS, DA

SUBJ: AMBASSADOR'S LUNCH FOR P-W PRESIDENT TORELL

SUMMARY: DURING LUNCHEON MARCH 12, THE AMBASSADOR PRIVATELY BRIEFED VISITING PRATT AND WHITNEY PRESIDENT BRUCE TORELL ON THE CURRENT DANISH POLITICAL SITUATION AND THE FACTORS THAT ARE DELAYING THE DECISION TO BUY A LIGHTWEIGHT FIGHTER. THE AMBASSADOR'S JUDGMENT THAT THE DANES WOULD EVENTUALLY CHOOSE THE F-16 WAS LATER IMPLICITLY SHARED BY THE DANISH LUNCHEON GUESTS WHO APPEARED PRIMARILY CONCERNED OVER THE TACTICS AND TIMING OF PARLIAMENTARY APPROVAL. TORELL WAS PLEASED

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TO HEAR THAT PRATT AND WHITNEY'S OFFSET PROPOSALS WERE

ACCEPTABLE TO THE DANES AND PROMISED TO PASS ON TO GENERAL DYNAMICS THEIR DISSATISFACTION WITH AIRFRAME/ AVIONICS COPRODUCTION. THE DUTCH REPORTEDLY ARE WILLING TO TRANSFER SOME ITEMS TO THE DANES BUT ONLY AT FURTHER OFFSET COST TO THE US. END SUMMARY.

1. AT THE AMBASSADOR'S MARCH 12 LUNCHEON FOR VISITING PRATT AND WHITNEY PRESIDENT BRUCE TORELL, DANISH GUESTS FROM THE MINISTRIES OF DEFENSE AND COMMERCE SAID THEY WERE GENERALLY SATISFIED WITH THE OFFSET PROPOSALS MADE BY PRATT AND WHITNEY. THEY WERE STILL, HOWEVER, UNSATISFIED WITH THE PROPOSALS OF GENERAL DYNAMICS. THE MARCH 10-11 MEETING IN BRUSSELS, HOWEVER, SEEMED TO OFFER SOME HOPE FOR A MORE GENEROUS APPORTIONMENT TO THE DANES.

2. ACCORDING COMMERCE MINISTRY PROJECT OFFICER KATE GALLE, THE DUTCH WERE WILLING TO SHIFT SOME AVIONICS AND AIRFRAME ITEMS TO THE DANES IF RPT IF THE US WOULD COMPENSATE THE DUTCH INDIRECTLY BY UPPING THE OVERALL OFFSET GUARANTEED TO THE CONSORTIUM AS A WHOLE. GALLE, WHO MUST BE PROTECTED, SAID THAT IN HER OPINION A FIRM NEGATIVE REPLY FROM THE US TO THE GENERAL OFFSET INCREASE PROPOSAL TOGETHER WITH SUITABLE US, DANISH AND GENERAL DYNAMICS PRESSURES ON THE DTUCH COULD ACHIEVE THE DESIRED REDISTRIBUTION WITHOUT UPPING THE OVERALL OFFSET.

3. BEFORE THE DANISH GUESTS ARRIVED, THE AMBASSADOR HAD AN OPPORTUNITY TO PROVIDE TORELL WITH A BRIEFING ON THE CURRENT DANISH POLITICAL SITUATION. HE EMPHASIZED THE TIME-CONSUMING POST-ELECTION DIFFICULTIES IN CONSTITUTING A GOVERNMENT AND THE PREOCCUPATION OF PARLIAMENT WITH THE WAGE SETTLEMENT ISSUE AND OTHER SERIOUS DOMESTIC ECONOMIC PROBLEMS. THE AMBASSADOR CONCLUDED THAT IN HIS JUDGMENT THE DANES WOULD BUY THE F-16 EVENTUALLY BUT THE TIMING OF THEIR DECISION WAS UNCERTAIN.

4. THE TENOR OF THE DANES' REMARKS DURING THE LUNCHEON IMPLIED THAT THEY TOO BELIEVED THAT THE F-16 WOULD BE CHOSEN AND THAT WHAT REMAINED WAS A MATTER OF LIMITED OFFICIAL USE

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PARLIAMENTARY TACTICS AND TIMING. THE UNCERTAIN POSITION OF THE RADICAL PARTY AND THE COMPLEXITIES OF THE INTERPLAY OF THE PURCHASE WITH THE FOUR-YEAR DEFENSE AGREEMENT WERE IMPEDIMENTS TO EARLY ACTION. MOD ASST SEC VERNER CHRISTIANSEN AGREED THAT THEORETICALLY THE PARLIAMENT COULD REACH A DECISION BY APRIL 15. ALL THE DANES, HOWEVER, DOUBTED THAT IT WOULD, IN FACT, BE TAKEN BEFORE SOMETIME IN MAY AT THE EARLIEST.

5. IN CHRISTIANSEN'S VIEW, IN BRUSSELS ON MARCH 24
THE MODS WILL DO NO MORE THAN DECIDE WHETHER THE
CONSORTIUM WILL STAY TOGETHER. AND THEY MAY NOT EVEN
DECIDE THAT.

6. TORELL EXPRESSED APPRECIATION FOR THE
AMBASSADOR'S HOSPITALITY AND THE OPPORTUNITY IT GAVE
HIM TO MEET WITH KEY DANES INVOLVED WITH THE LIGHTWEIGHT
FIGHTER REPLACEMENT PROGRAM. HE WAS PARTICULARLY
PLEASED THAT HIS COMPANY'S OFFSET PROPOSALS WERE
ACCEPTABLE. HE REMARKED HOWEVER THAT HE TOOK VERY
SERIOUSLY, AND WOULD PASS ON TO GENERAL DYNAMICS, THE
DANISH CONCERN OVER THE AIRFRAME ALLOCATIONS: "WE NEED
A BOX AROUND OUR ENGINE IN ORDER TO SELL IT."
DUNNIGAN

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